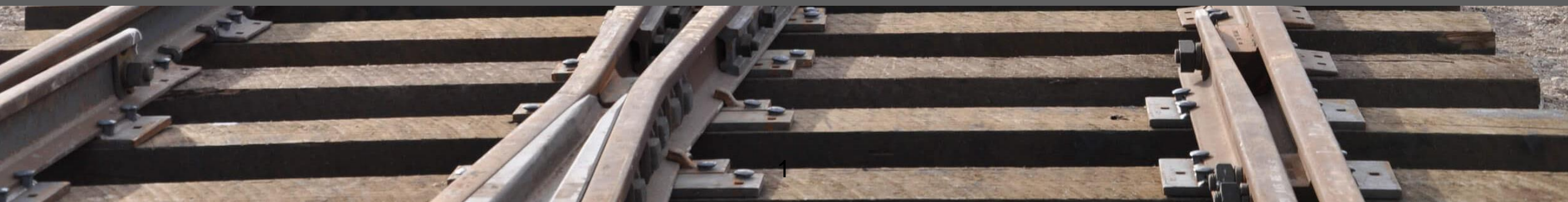


North Carolina Short Line Railroads

Presentation to the NC Joint Legislative Transportation Oversight Committee

March 8, 2018

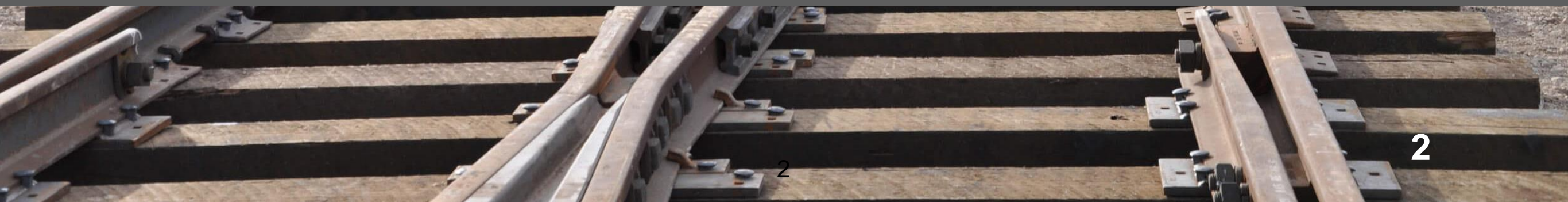


US SHORT LINE RAILROAD QUICK FACTS

- 603 SHORT LINES
- 47,500 ROUTE MILES (29% OF TOTAL RAIL NETWORK)
- PRIMARILY PROVIDE “FIRST MILE / LAST MILE” SERVICE
- HANDLE 1 OF OUT 5 RAILCARS SHIPPED IN THE US
- SERVE NEARLY 10,000 CUSTOMERS

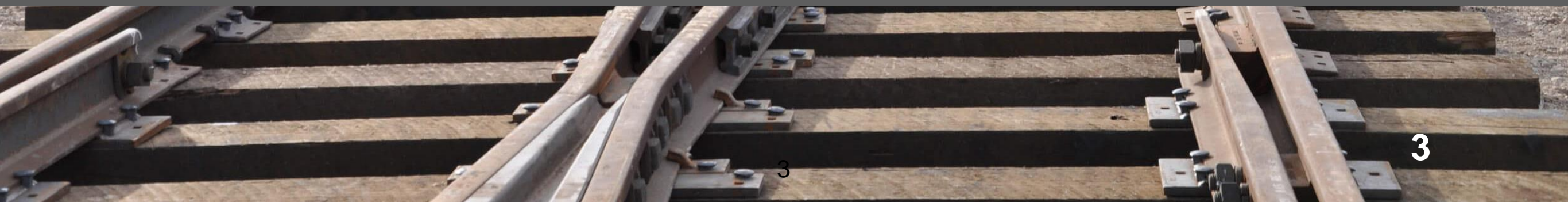
Short Line or Class III Railroad: Has a length of less than 350 miles and earns less than \$35 million revenue annually.

Source: ASLRRA



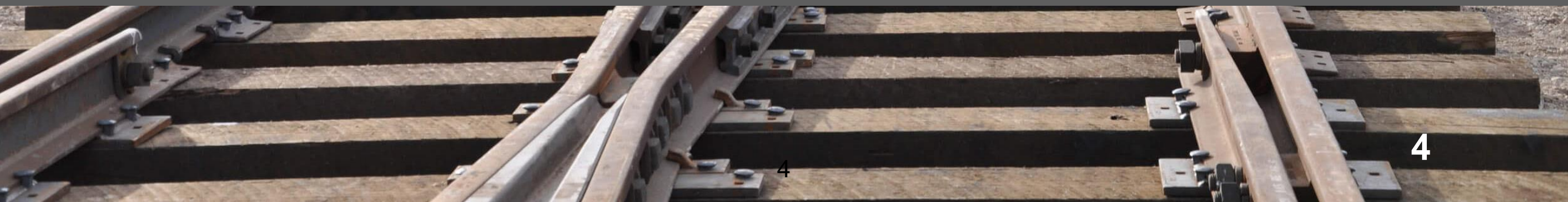
NC SHORT LINE RAILROAD SERVICES PROVIDED

- HAUL FREIGHT – 99,438 CARLOADS
- PASSENGER SERVICE – 200,000 PASSENGERS
- SPECIAL EVENT TRAINS
- TRANSLOAD FACILITIES
- TRACK MAINTENANCE
- SIGNAL MAINTENANCE
- RAILCAR REPAIR

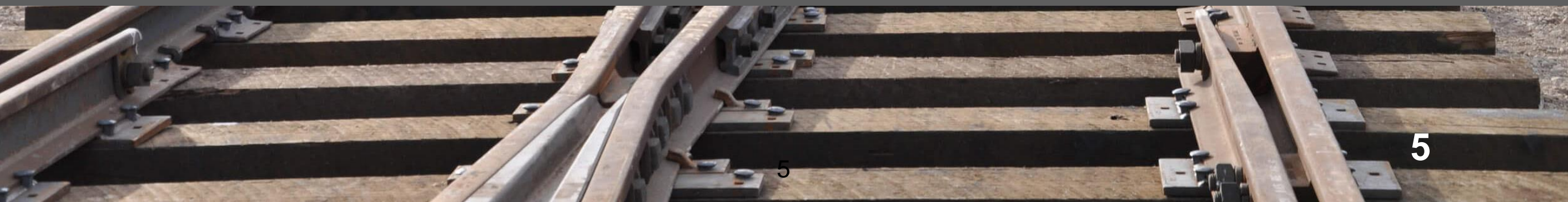
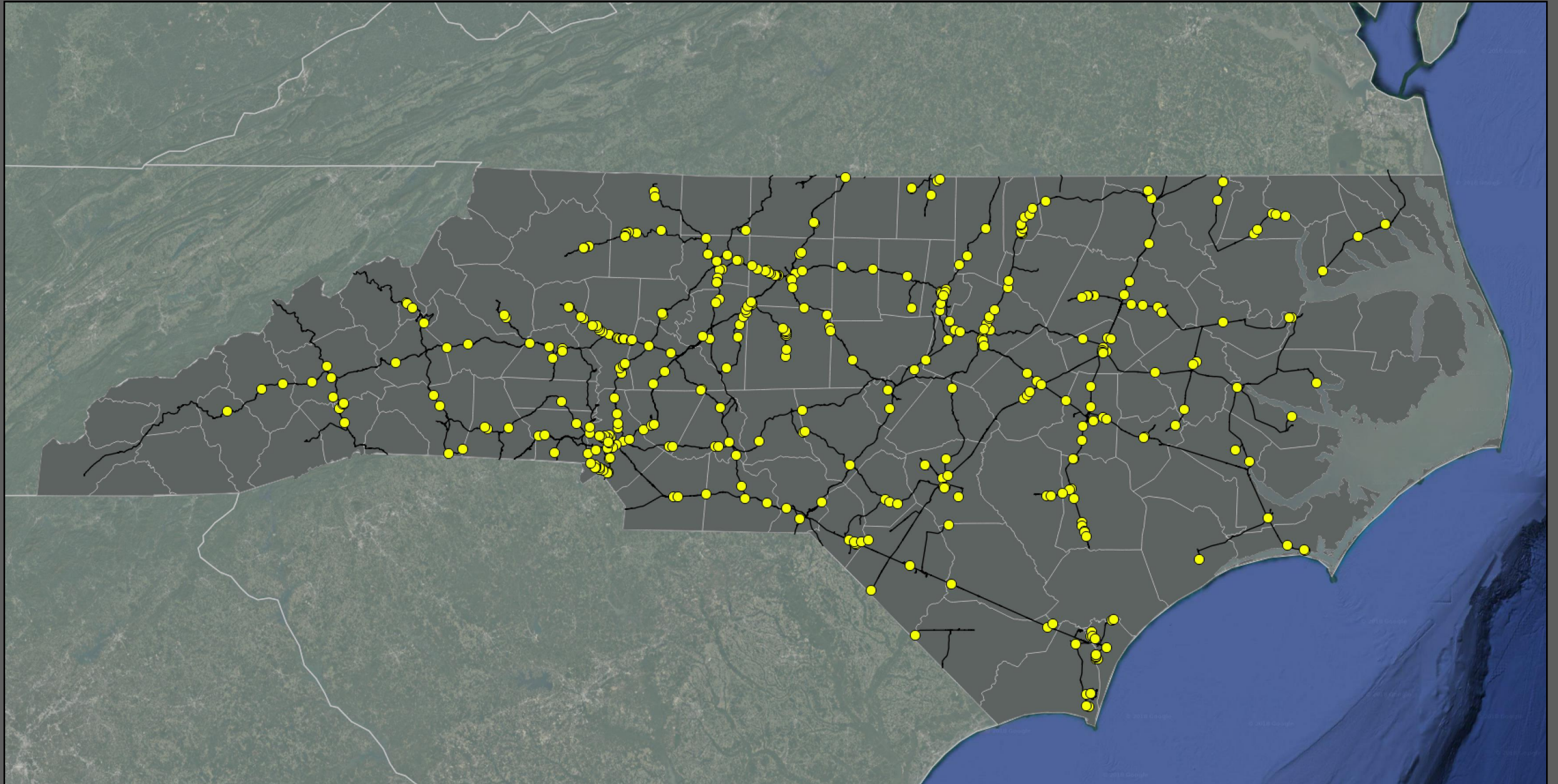


RAIL FREIGHT IN NORTH CAROLINA

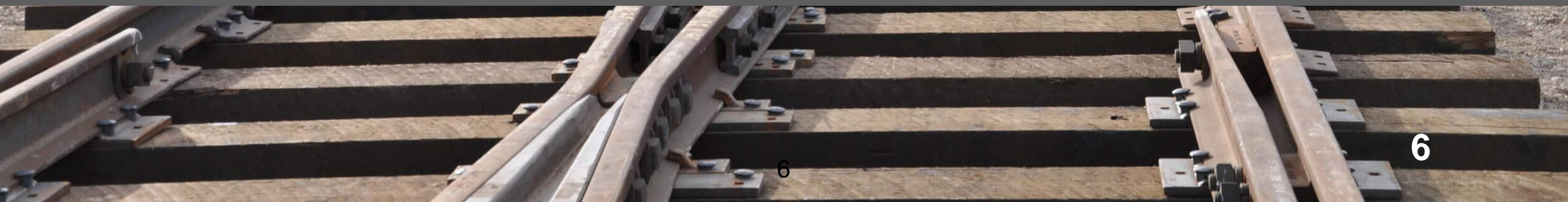
- CHEMICALS
- DRY WALL
- PETROLEUM PRODUCTS
- STEEL
- PLASTICS/RESINS
- LUMBER
- RUBBER
- PAPER PRODUCTS
- BUILDING PRODUCTS
- MACHINERY
- CEMENT
- COAL/FLY ASH
- GRAIN
- AUTOMOBILES
- AGGREGATES
- FERTILIZER
- WOODCHIPS
- ETHANOL
- WOOD CHIPS
- ROAD SALT



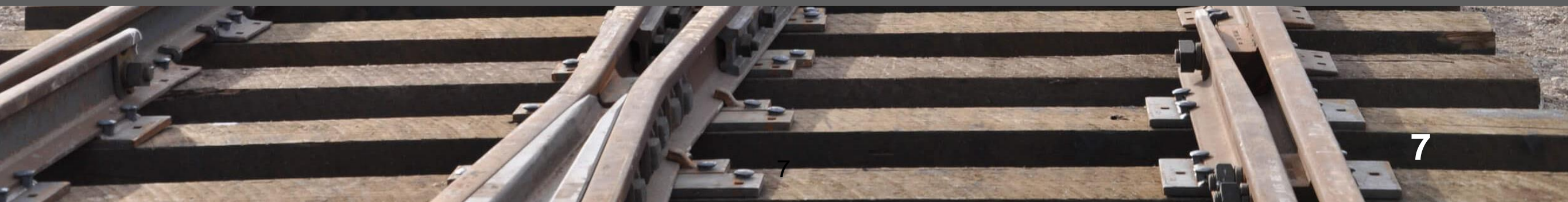
NC RAIL USER NETWORK



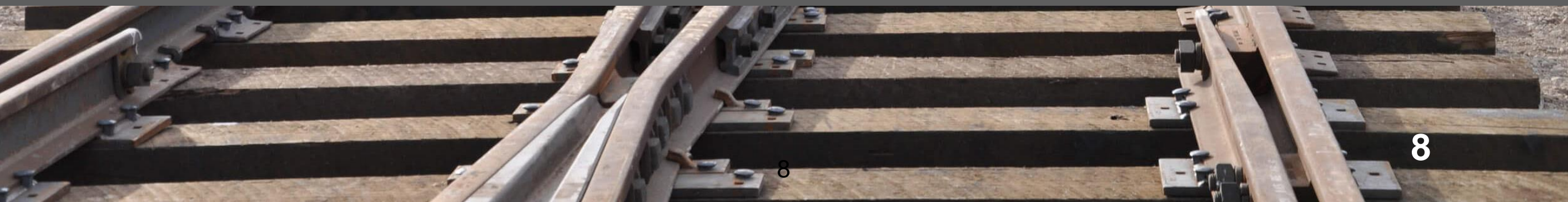
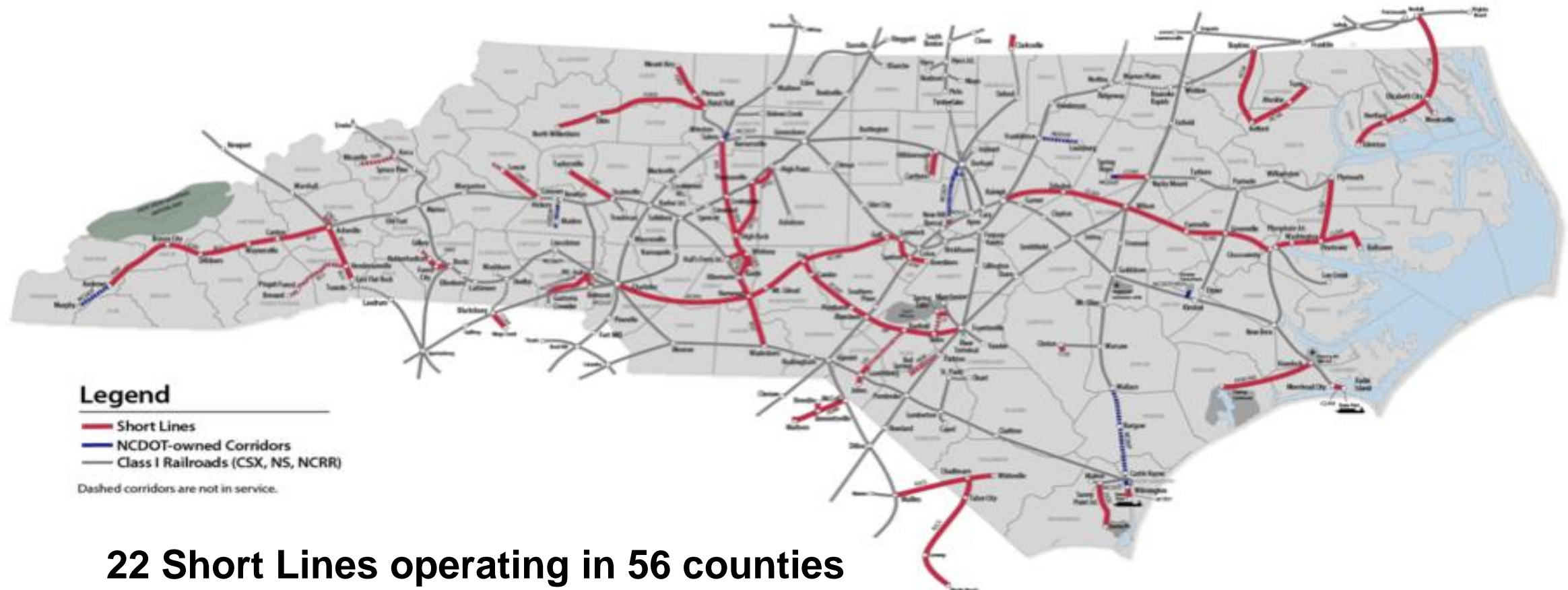
MAJOR RAIL USERS



RAIL FREIGHT IN NORTH CAROLINA



NC SHORT LINE NETWORK




BENEFITS TO THE ECONOMY

RAILWAY ASSOCIATION OF NORTH CAROLINA^{66-1203/531} 1303
PO BOX 141
RANDLEMAN, NC 27317

DATE 12/31/17 PMP

PAY TO NC Local Economy \$ 143,000,000.00
THE ORDER OF
One hundred & forty-three million — ~~4~~/100 DOLLARS

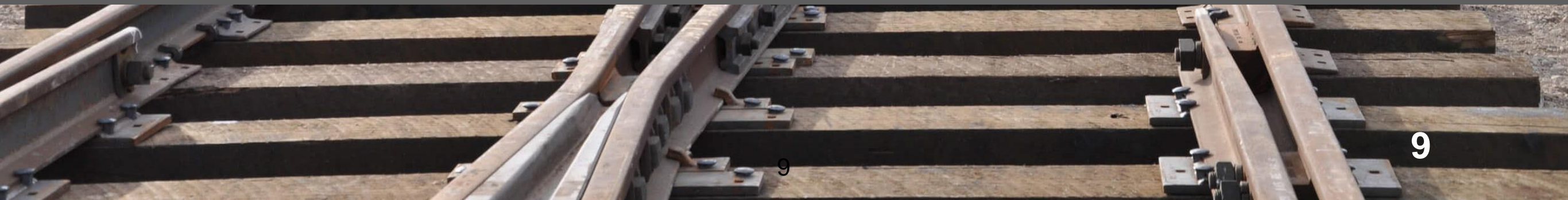
 Heat Reactive Ink

BANK of NORTH CAROLINA

MEMO NC Economic Future Uncheckered No Fear MP

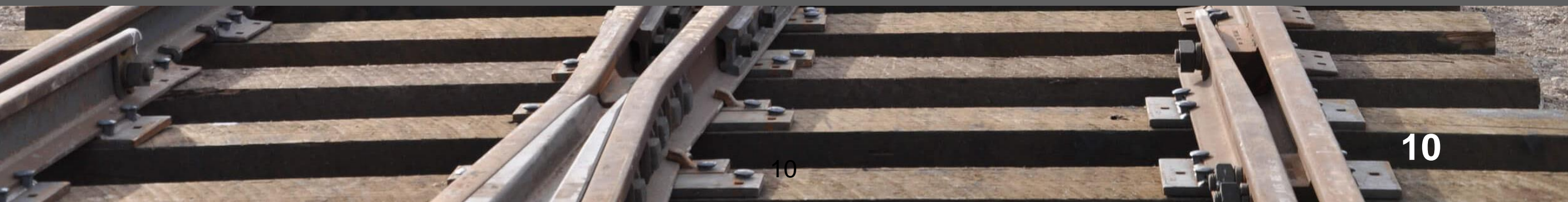
1303

LOOK FOR FRAUD-DETERRING FEATURES INCLUDING THE SECURITY SQUARE AND HEAT-REACTIVE INK. DETAILS ON BACK.



SOURCES OF FUNDING

- **PRIVATE**
- **FRA**
- **NCDOT**
- **RAIL INDUSTRIAL ACCESS**



TRENDS AND CHALLENGES

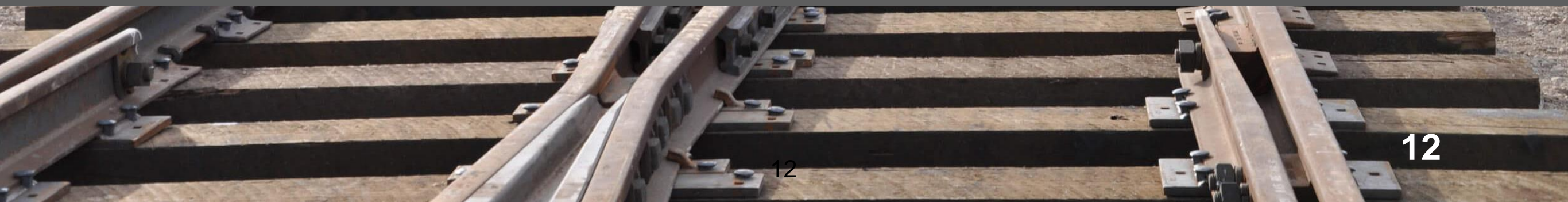
- MANY LIGHTER DENSITY, RURAL ROUTES LACK THE INDUSTRY STANDARD 286,000 LB CARRYING CAPACITY
- **MAJOR COST:** OLDER BRIDGE INFRASTRUCTURE NEEDS UPGRADING/REBUILT
- OLDER WORKFORCE / TRAINING FOR YOUNGER GENERATION & EMPLOYEES TO GENERATE SPECIFIC SKILLS (ENGINEER, CONDUCTOR, SIGNALMAN, MECHANICAL, DISPATCHER, ELECTRICAL)
- INDUSTRIAL TURNOVER IN RURAL AREAS
- TRUCK SIZE AND WEIGHT THREAT



PROSPECTS FOR THE FUTURE

WHAT CAN YOU DO???

- SUPPORT ECONOMIC DEVELOPMENT – NEW INDUSTRY, EXPANSIONS, AND RETENTION
- RECURRING FUNDING FOR FRRCSI FUNDS
- INCREASE FUNDING / INCREASE STATE'S PORTION OF THE 50/50 GRANT MATCH
- EXPANDED COMMUNICATION BETWEEN NCDOT RAIL DIVISION, EDPNC, AND THE SHORT LINES
- TRANSLOAD FACILITY DEVELOPMENT
- EXPAND APPLICATION OF FUNDING TO INCLUDE: INVESTMENTS IN STRUCTURES, TECHNOLOGY, PTC COMPLIANCE



NC SHORT LINE CONTACTS

ABERDEEN & ROCKFISH RAILROAD

101 East Main St.
P.O. Box 917
Aberdeen, NC 28315-0917
Phone (910) 944-2341
Contacts: Garland Horton, President
Email: ghorton@aberdeen-rockfish.com
Website: www.aberdeen-rockfish.com
Other Contact: Paul Barnes, VP Sales & Marketing
Email: pbarnes@aberdeen-rockfish.com

ABERDEEN CAROLINA & WESTERN RAILWAY CO.

967 NC Hwy 211 E.
Candor, NC 27229
Phone (910) 974-4219
Contacts: Carl Hollowell, VP & GM
Email: generalmanager@acwr.com
Other Contact: Jennifer Harrell, President
Email: jharrell@acwr.com
Website: www.acwr.com

ALEXANDER RAILROAD CO.

51 Second Ave. North
P.O. Box 277
Taylorsville, NC 28681-0277
Phone (828) 632-2103
Contact: Benjamin Zachary, General Manager
E-mail: arc@arcrailroad.com
Web site: www.alexanderrailroad.com

ATLANTIC & WESTERN RAILWAY

311 Chatham St.
Sanford, NC 27330
Phone (919) 776-7521
Contacts: Cole Gaster, Trainmaster
Email: cgaster@gwrr.com
Website: www.gwrr.com
Other Contact: Billy J Tucker, General Manager
Phone (910)-262-5297
E-mail: btucker@gwrr.com

BLUE RIDGE SOUTHERN RAILROAD

2 Depot St.
Canton, NC 28716
Phone 580-713-3973
Contacts: Laura McNichol, VP Gov't/Industry Relations
Email: laura.mcnichol@watcocompanies.com
Website: www.watcocompanies.com
Other Contact: Brigid Rich, Marketing Manager
Email: brich@watcocompanies.com

CALDWELL COUNTY RAILROAD

5725 Giles Farm Road
Morganton, NC 28655
Phone (828) 433-7409
Contacts: Don McGrady, President
Email: donaldmcgrady@bellsouth.net

CAROLINA COASTAL RAILWAY

PO Box 399
Bunn, NC 27508
Phone (252) 237-8259
Contact: Virgil Holman, General Manager
Email: clnarailroad@yahoo.com
Website: www.mlrrail.com
Contact: Mr. Douglas Golden, President
Phone: (252) 303-1063
Email: dsg@voicenet.com

CHESAPEAKE & ALBEMARLE RAILROAD

214 N. Railroad St.
Ahoskie, NC 27910
Phone (252) 332-2778
Contact: Jason Woods, General Manager
E-mail: jason.woods@gwrr.com
Other Contact: Jon Rudman, AVP Sales & Marketing
Phone: 443-244-7636
Email: jrudman@gwrr.com

GREAT SMOKY MOUNTAIN RAILROAD

225 Everett Street., Suite G & H
P O Box 1490
Bryson City, NC 28713
Phone (828) 586-8811
Contact: Kimberly Albritton, General Manager
Email: kimalbritton@gsmr.com
Website: www.gsmr.com

HIGH POINT THOMASVILLE & DENTON RAILROAD

4550 Overdale Road
Winston-Salem, NC 27107
Phone: (336) 788-9407
Contact: Melvin Cohoon, Operations Manager
Email: Melvin_L_Cohoon@csx.com
Other Contact: Eddy Mills, Assistant Operations Mgr.
Email: Eddy_Mills@csx.com

KINSTON & SNOW HILL

17301 Andrew Jackson Highway
Laurinburg, NC 28352
Phone: 910-544-9280
Contact: Terry Haywood, GM
Email: thaywood@gulfandohio.com

LAURINBURG & SOUTHERN RAILROAD

915 J South Main Street
P.O. Box 623
Laurinburg, NC 28353
Phone: (910) 276-2811
Contact: Terry Haywood, GM
Email: thaywood@gulfandohio.com

NORTH CAROLINA & VIRGINIA RAILROAD

214 N. Railroad St.
Ahoskie, NC 27910
Phone (252) 332-2778
Contact: Jason Woods, General Manager
E-mail: jason.woods@gwrr.com
Other Contact: Jon Rudman, AVP Sales & Marketing
Phone: 443-244-7636
Email: jrudman@gwrr.com

NORTH CAROLINA RAILROAD COMPANY

2809 Highwoods Blvd.
Raleigh, NC 27604
Phone (919) 954-7601
Contacts: Scott M. Saylor, President
Website: www.ncrr.com

PIEDMONT & NORTHERN RAILROAD

1548 Union Rd, Suite B
Gastonia, NC 28054
Phone (612) 772-2824
Contacts: Bill Bartosh, Director-Operations, GM
Email: bbartosh@progressiverail.com
Website: www.progressiverail.com
Other Contact: Gerre Goard, Director-Marketing
Email: ggoard@progressiverail.com

RJ CORMAN RAILROAD GROUP

PO Box 788
Nicholasville, KY 40304
Phone: 859-881-2462
Contact: Brian Miller, AVP External Relations
Email: brian.miller@rjcorman.com
Other Contact Name: Adam Boyles
Phone: 859-881-6643
Email: adam.boyles@rjcorman.com
Website: http://www.rjcorman.com

THERMAL BELT RAILWAY

5725 Giles Farm Road
Morganton, NC 28655
Phone (828) 433-7409
Contacts: Don McGrady, President
Email: donaldmcgrady@bellsouth.net

WILMINGTON TERMINAL RAILROAD

1717 Woodbine St.
Wilmington, NC 28401
Phone: 910-343-0461
Cell: 910-228-8512
Contact: Darren Hartsfield, Manager of Operations
Email: dhartsfield@gwrr.com
Other contacts: Billy J Tucker, General Manager
Phone: 910-262-5297
Email: btucker@gwrr.com
Other Contact: Jeff White, Assistant Mgr. Operations
Email: jeffrey.white@gwrr.com

WINSTON-SALEM SOUTHBOUND RAILWAY

4550 Overdale Road
Winston-Salem, NC 27107
Phone (336) 788-9407
Contact: Melvin Cohoon, Operations Manager
Email: Melvin_L_Cohoon@csx.com
Other Contact: Eddy Mills, Assistant Operations Manager
Email: Eddy_Mills@csx.com

YADKIN VALLEY RAILROAD

8301 Depot St.
P.O. Box 1218
Rural Hall, NC 27045
Phone (336) 969-6055
Contact: Tim Driver, Operations Manager
Email: wtd@gulfandohio.com

